

GUAM Industry Day 2007

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Guide to doing business with the U.S. Navy

- Know what you do.
 - Know your Federal Supply Class or Service, FSC or SVC codes and your North American Industry Classification Systems (NAICS) Code for the Products or Services your company provides.
 - Register your business with the Central Contractor Registration (CCR) at www.ccr.gov.

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- Identify Your Target Market, Eleven Major Navy Activities at www.hq.navy.mil/osbp as follows:
 1. Marine Corps Systems Command at Military Sealift Command
 2. Military Sealift Command
 3. Naval Air Systems Command
 4. Naval Facilities Engineering Command
 5. Naval Inventory Control Point

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6. Naval Sea Systems Command
7. Naval Supply Systems Command
8. Office of Naval Research
9. Space and Naval Warfare Systems Command
10. Strategic Systems Command
11. United States Marine Corps

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- Also visit the “DoD Personnel & Procurement Statistics” at <http://saidapp.dmdc.osd.mil>
- Identify Current DoD Procurement Opportunities at www.fbo.gov
- This site, also known as, www.fedbizopps.gov for Federal Business Opportunities also provides contract award information

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- Familiarize Yourself with DoD Contracting Procedures
 - Be familiar with [Federal Acquisition Regulations](#) (FAR) and the [Defense Federal Acquisition Regulation Supplement](#) (DFARS).
 - The FAR can be found at: www.arnet.gov/far/
- Investigate Federal Supply Schedule (FSS) Contracts
- Seek Additional Assistance as Needed
- www.vetbiz.gov

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- [Procurement Technical Assistance Centers](#) (PTACs) are located in most states and are partially funded by DoD to provide small business concerns with information on how to do business with the Department of Defense. They provide training and counseling on marketing, financial, and contracting issues at minimal or no cost.
- **Small Business Specialists:** The Navy has small business specialists at each of their procurement offices to assist small businesses in marketing their products and services to the Navy. Among other services, these specialists provide information and guidance on defense procurement procedures and how to identify prime contract and subcontract opportunities.

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- Critical Knowledge Access:
 - www.sba.gov
 - www.dau.mil = Defense Acquisition University
 - www.dla.mil/db/procurem.htm
 - www.aptac-us.org/new/
 - www.acq.osd.mil/osbp
 - www.fai.gov = Federal Acquisition Institute
 - Associations – Chamber of Commerce, National Contract Management Association, etc.

